



## GTN Africa Trade Leads for Oct. 4 – Oct. 18

**RFQ NAME:** Payphone & Wireless Technology

**SECTOR:** Communications Technology

**DATE APPROVED:** 10/16/02

**RFQ NUMBER:** RNA20020522377

**DESCRIPTION:**

A Namibian company seeks to purchase payphone and wireless telephony technology from U.S. manufacturers or distributors. They also want to identify U.S. companies with cutting-edge technologies to enable the company to build out a virtual GSM-based service. This service would allow customers to have a private number from which they would be able to receive voice mail and SMS via public phones.

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**RFQ NAME:** Computer Software Applications

**SECTOR:** Communications Technology

**DATE APPROVED:** 10/10/02

**RFQ NUMBER:** RNA20020916404

**DESCRIPTION:**

A Namibian company would like to establish itself as an agent/distributor for manufacturers or developers of the following:

- Operating systems, desktop utilities, graphic design, etc.
- Business and Data Warehouse tools
- Integrated Billing/Financial systems
- Training/Education tools
- Development tools (like editors and compilers)
- Database solutions and management tools
- Intranet/Internet/Extranet applications
- Network monitoring and analysis Tools
- Major brands of PCs, peripherals, printers, etc. and networking equipment

The company provides professional services including design and installation of network systems and training and support. The company is especially focused on providing LAN & WAN deployment and maintenance solutions and development and support services.

The company offers solutions and labor at affordable prices and currently supports SAP, ERP and ABAP on NT/ORACLE, ACCESS/MSSQL, Natural/ADABAS and more.

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**RFQ NAME:** Computer Equipment/Software

**SECTOR:** Communications Technology

**DATE APPROVED:** 10/17/02

**RFQ NUMBER:** RZM20020930549

**DESCRIPTION:**



A Zambian company is looking for suppliers of 4 new or refurbished personal desktop systems with the following minimum specifications:

Intel Pentium 3 Processor  
128 RAM  
20Gb Hard Drive  
15" Monitor  
CD-ROM drive  
Modem  
NIC  
Accessories

The company would prefer Compaq computer but is open to alternative comparable quality brands. The units must be able to run on 240v. The computers should come fully loaded with MS OS and Office Suite and a leading anti-virus application such as Norton Antivirus. Easy.Com is also interested in purchasing business/workflow management, utilities, and similar applications that could be used to manage its existing operations and attract a wider customer base.

The company is currently operating with PC equipment and MS software. The company expects to make additional purchases in the short- to medium-term and is hoping to establish a longstanding relationship with the supplier.

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**RFQ NAME: Seeking Vicryl Sutures**

**SECTOR: Health Technology**

**DATE APPROVED: 10/4/02**

**RFQ NUMBER: RCI20021004605**

**DESCRIPTION:**

An Ivorian company seeks to purchase the following sterile, non-dyed, Vicryl Sutures:

N°0	Box of 36 pcs	=	200 boxes
N°1	Box of 36 pcs	=	150 boxes
N°1/0	Box of 36 pcs	=	150 boxes
N°2/0	Box of 36 pcs	=	150 boxes
N°2	Box of 36 pcs	=	150 boxes
N°3	Box of 36 pcs	=	100 boxes
N°3/0	Box of 36 pcs	=	100 boxes
Total	of		1,000 boxes

For more information, please contact:

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**RFQ NAME: Polyethylene (LLDPE)**

**SECTOR: Other**

**DATE APPROVED: 10/14/02**

**RFQ NUMBER: RMZ20021014669**



**DESCRIPTION:**

A Mozambican manufacturing company seeks to purchase a steady supply of Linear Low Density Polyethylene (LLDPE) or Low Density Polyethylene (LPDE) in POWDER form and pigments.

The product will be used for the manufacturing of Rotomolding products.

The company has assessed their needs and has determined that it will require 40 tons of the raw materials every 60 days.

The company is a Mozambican manufacturing company located in an industrial area outside Maputo city. The company was acquired by a group of private investors during the privatization process in 1995. At the time, the industry was producing injection-molding products and the factory was paralyzed for quite some time.

In addition to implementing a rehabilitation program, the company's new owners installed state-of-the-art rotational molding equipment.

The plant is presently producing a wide range of water tanks and other types of bins and containers, fish crates, toys, and septic products. The company is currently importing around 20 metric tons (one container) of high density polyethylene (LDPE) per month. Their main sources of import is South Africa (SASOL) and Korea (SAMSUNG). The company suspects that their suppliers are sourcing the materials through intermediary trade companies.

The company would like to establish direct links with suppliers to source the materials at more competitive prices and thus reduce their production costs.

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**RFO NAME:** Used Trucks

**SECTOR:** Transportation

**DATE APPROVED:** 10/7/02

**RFO NUMBER:** RMZ20021007627

**DESCRIPTION:**

A Mozambiquan transport company seeks to buy three (3) second-hand trucks with the following specifications:

- Make: International (US-made)
- Type: Longnose Tractor-truck
- 35 tonnes
- Engine Manufacturer: Cummins
- Horsepower: 350-400
- Fuel Type: Diesel
- Transmission: 10 - 12 Speed
- Transmission Make: Fuller
- Axles: 3
- Suspension: Synchronized
- Max Mileage: 400,000-500,000 Miles
- Year of manufacturing: 1997-1998

The company's current fleet is comprised mainly of tractor-trailer trucks. The company now wants to expand its fleet and transport operations by buying additional trucks.

The company has been in business for over a decade. The company started out as a very small operation with 3 trucks servicing the southern part of the country. Over time, however, the business has grown rapidly. Now, the company is opening branches in South Africa and is equipped with 10 trucks.

The company intends to open a few other offices in neighboring SADC countries. The company is taking advantage of the geographical location of Mozambiquan ports in regard to neighboring land-locked countries.



The company cannot cope with the current contracts unless it expands and updates its fleet.

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